



Agenda Summary

Friday, December 13, 2019

10 Park Plaza, 2nd Floor Conference Center, Boston, MA

| | | | |
|-------------------------|--|--|---|
| 8:30 a.m. | Registration, Exhibits & Resource Center Open | | |
| | <ul style="list-style-type: none"> Continental breakfast & coffee available in Room 1 and Resource Center (Room 5) | | |
| 9:00 a.m. – 10:00 a.m. | Opening Plenary Session – Room 2 | | |
| | <ul style="list-style-type: none"> Kevin Wolf, Partner – Akin Gump Strauss Hauer & Feld LLP Clete Willems, Partner – Akin Gump Strauss Hauer & Feld LLP | | |
| 10:15 a.m. – 11:15 a.m. | Session I Workshops – Rooms 2 & 4 | | |
| | <ul style="list-style-type: none"> CEO Panel: Navigating a Transitioning Global Trade Environment – Room 2 Global Trade Compliance Due Diligence for M&A and Cross-Border Investment – Room 4 | | |
| 11:30 a.m. – 12:30 p.m. | Session II Workshops – Rooms 2 & 4 | | |
| | <ul style="list-style-type: none"> Meeting the China Challenge – Room 2 (<i>closed to press</i>) Hot Topics in Trade Compliance Risk Management – Room 4 | | |
| 12:45 p.m. | Exhibit & Lunch Break Lunch available in Room 1 | Meet the Government Trade Team Resource Center & Café (Room 5) | Compliance Alliance Lunch Room 4 (<i>closed to press</i>) |
| 1:45 p.m. – 2:45 p.m. | Session III Workshops – Rooms 2 & 4 | | |
| | <ul style="list-style-type: none"> Export Enforcement & Counterintelligence Trends – Room 2 Get Found, Be Understood, Make Global Sales – Room 4 | | |
| 3:00 p.m. | Closing Plenary Session – Room 2 | | |
| | <ul style="list-style-type: none"> Special Guest Speaker: Karen Nies-Vogel, Director, Office of Exporter Services – U.S. Department of Commerce Bureau of Industry and Security Keynote Speaker: Bradley Smith, Deputy Director, Office of Foreign Assets Control – U.S. Department of the Treasury Presentation of Export Champion Award Program wrap-up and raffle drawing | | |
| 4:30 p.m. | Adjourn to Networking Reception – W Hotel Lounge | | |

Sponsored by





Friday, December 13, 2019

10 Park Plaza, 2nd Floor Conference Center, Boston, MA

 **Follow the day on Twitter #ExportExpo**

Detailed Agenda

8:30 a.m. Registration, Exhibits & Resource Center Open

- Exhibits in Atrium and Resource Center (Room 5)
- Continental breakfast & coffee available in Room 1 and Resource Center

9:00 a.m. –

10:00 a.m.

Opening Plenary Session – Room 2

The Trade Policy Environment:

How We Got Here, Where We're Going, and Implications for U.S. Businesses

Introduction: Paula Murphy, Director – Massachusetts Export Center

Kevin Wolf

Former Assistant Secretary of Commerce for Export Administration
Partner – Akin Gump Strauss Hauer and Feld LLP

Clete Willems

Former Deputy Assistant to the President for International Economics &
Deputy Director, National Economic Council, National Security Council
Partner – Akin Gump Strauss Hauer and Feld LLP

Mr. Wolf and Mr. Willems will provide an update on the current trade policy landscape, the outlook for the future, and implications for U.S. businesses engaged in global trade. Topics to be addressed include trade negotiations with China, including Section 301 and Chinese retaliatory tariffs; USMCA and other free trade agreement trends; implementation of the CFIUS pilot program; the impending enhancement of export controls on emerging technologies; and other export control enhancements under the Export Control Reform Act.



10:15 a.m. –
11:15 a.m

Session I (2 Concurrent Workshops)

CEO Panel: Navigating a Transitioning Global Trade Environment

Room 2

- *Moderator: Douglas Banks, Executive Editor – Boston Business Journal*
- Grant Bennett, President & CEO – CPS Technologies Corporation
- Jeffrey Hibbard, CEO – IntervalZero
- Liora Stone, President – Precision Engineering, Inc.

Global Trade Compliance Due Diligence for M&A and Cross-Border Investment

Room 4

- Kenneth Carlstedt, Director, Global Trade Compliance – Sensata Technologies, Inc.
- Gwendolyn Jaramillo, Partner – Foley Hoag LLP
- Alexandra Lopez-Casero, Partner – Nixon Peabody LLP

11:30 a.m. –
12:30 p.m.

Session II (2 Concurrent Workshops)

Meeting the China Challenge

Room 2

Closed to Press

- *Moderator: Brian Amero, Director of Global Compliance & Ethics – Teradyne, Inc. and Chair, Compliance Alliance Advisory Board*
- Cynthia Griffin, Minister Counselor for Commercial Affairs – U.S. Embassy in Beijing, U.S. Department of Commerce (invited)
- Eugene Laney, Head of International Government Affairs – DHL Express USA
- Timothy Lindeman, Vice President, Operations and Chief Executive, China Business – Dimensional Insight, Inc.

Hot Topics in Trade Compliance Risk Management

Room 4

- *Moderator: Kathleen Kinahan-Newell, Trade Compliance Manager – Massachusetts Export Center*
- Kristen Morneau, Senior Trade Advisor – Mohawk Global Trade Advisors
- James Mulvehill, Senior Manager, Trade & Customs – KPMG LLP
- Joshua Shrager, Senior Vice President - Kharon



12:45 p.m. –

1:45 p.m.

Exhibit & Lunch Break

Lunch for Attendees Available in Room 1

**“Meet the Government Trade Team” Drop-In Lunch
Resource Center & Café (Room 5)**

- Facilitator: Julia Dvorko, Central & Western MA Regional Director – Massachusetts Export Center

Stop by to connect with representatives from government agencies available to help your business export! Agencies represented will include the Massachusetts Export Center, U.S. Department of Commerce, U.S. Small Business Administration, Massachusetts Office of International Trade & Investment, Massachusetts Department of Agricultural Resources, and more!

**Brown Bag Working Lunch for Compliance Alliance Members – Ticket required for admission
Room 4**

with Bradley Smith, Deputy Director, Office of Foreign Assets Control – U.S. Department of the Treasury;

Karen Nies-Vogel, Director, Office of Exporter Services – U.S. Department of Commerce Bureau of Industry and Security; and

Kevin Wolf, Former Assistant Secretary of Commerce for Export Administration

****Closed to Press****

- Moderator: Brian Amero, Director of Global Compliance & Ethics – Teradyne, Inc. and Chair, Compliance Alliance Advisory Board
- Private lunch for Compliance Alliance members and sponsors only.



1:45 p.m. –

2:45 p.m.

Session III (2 Concurrent Workshops)

Export Enforcement & Counterintelligence Trends

Room 2

- *Moderator: Dennis Farrell, President – Grand Slam Export Consulting and Compliance Alliance Advisory Board Member*
- William Higgins, Special Agent in Charge – U.S. Department of Commerce, Office of Export Enforcement
- Melissa Mannino, of Counsel – Wilson Sonsini Goodrich & Rosati
- Scott McGaunn, Special Agent & Private Sector Engagement Coordinator, Counterintelligence – Federal Bureau of Investigation
- Stephanie Siegmann, Chief, National Security Unit – U.S. Attorney’s Office for the District of Massachusetts

Get Found, Be Understood, Make Global Sales

Room 4

- *Moderator: Nancy Lowd, Senior International Trade Advisor – Massachusetts Export Center*
- Maryanne Burke, Senior International Trade Specialist – U.S. Department of Commerce, Commercial Service
- Alfonso Posada, International Sales Director – EconoCorp, Inc.
- John Worthington, CEO – IBT Online

3:00 p.m. –

4:30 p.m.

Closing Plenary Session – Room 2

3:00 p.m. –

4:00 p.m.

Export Control & Sanctions Update

Introduction: Paula Murphy, Director – Massachusetts Export Center

Karen Nies-Vogel, Director, Office of Exporter Services
U.S. Department of Commerce Bureau of Industry & Security

Ms. Nies-Vogel will provide an update on export control policy and the continued implementation of the Export Control Reform Act (ECRA), including the ongoing assessment of “emerging and foundational technologies” and other export control trends, such as enhanced end-user controls for exports to China and other related issues, such as Huawei’s addition to the Entity List.

Bradley Smith, Deputy Director, Office of Foreign Assets Control (OFAC)
U.S. Department of the Treasury

Deputy Director Smith will provide an update on OFAC developments over the past year, such as new requirements to report blocked or rejected transactions, the new framework for compliance commitments, and ongoing sanctions developments.



4:00 p.m. –
4:30 p.m. **Program Wrap-Up**

Presentation of the
EXPORT CHAMPION
award

Raffle Drawing

4:30 p.m. **Adjourn to Networking Reception at the W Hotel Lounge, Sponsored by DHL Express USA**



Export Expo Nametag Required for Admission



Take the escalator down to the first floor, take a U-turn to the right and exit the building on Stuart Street.
Cross Stuart Street at the crosswalk and enter the W Lounge at the street level.

Save the date for next year's Export Expo!
Friday, December 11, 2020